

best

## MAS 200

### CUSTOMER

DuPar & Angel  
Manufactured Housing  
www.duparandangel.com

### CORPORATE PROFILE

#### Headquarters

Santa Rosa, California

#### Type of Business

Manufactured housing dealer

#### Number of Locations

18

#### Number of Employees

100

#### Annual Revenue

Over \$60 million

### SYSTEM PROFILE

#### Computer System

- IBM PC Compatibles

#### Operating System

- Microsoft Windows NT  
Users on system: 10

#### MAS 200 Modules in Operation

- Accounts Payable
- Accounts Receivable
- Bank Reconciliation
- Crystal Reports
- Custom Office
- General Ledger
- Import Master
- Inventory Management
- Library Master
- Purchase Order
- Sales Order
- Job Cost



## MAS 200 and Data Migrator: A Heavenly Home for DuPar & Angel Manufactured Housing

Building the American dream is faster and easier with a manufactured home, according to California's newest and largest dealer, DuPar & Angel Manufactured Housing (D&A). From small single wides to sizeable customized homes on hillsides, D&A sells houses made by well-known manufacturers like Champion, Fleetwood, Hallmark, Silvercrest and Skyline.

Recently DuPar & Angel merged with Pacific Home Sales, increasing its retail locations to 18, and total employee count to 100. The newly expanded company not only sells homes, but employs

contractors to set them up and add accessories like decks and patios. Display homes can be viewed on the company's large sales lots throughout California.

In the process of growing and merging, DuPar & Angel had to merge data from two separate accounting systems, Peachtree and MAS 200. Often data conversion between diverse programs can be complex and time-consuming. But not this time. With the help of Best Software's latest utility, Data Migrator, the conversion of data from Peachtree to MAS 200 was fast and smooth.

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*“We merged eight companies from Peachtree to one MAS 200 system in only three days, with no data loss and minimal data entry. It was practically flawless.”*

*—Rodney Aguiar  
Controller  
DuPar & Angel  
Manufactured Housing*

## THE CHALLENGE

When the two companies combined, the new entity had to decide which accounting software would best serve its need. In this case, Rodney Aguiar, D&A's controller, had used MAS 200 in a previous company and felt it had the customization and reporting capabilities D&A now required. Furthermore, Pacific Homes, one of the merging companies, was already using MAS 200.

In addition, the new partners were concerned that the conversion process might take months, and potentially result in lost or corrupted data. They were very pleasantly surprised when the Data Migrator utility enabled quick, error-free merging of information between Peachtree and MAS 200. The result was a marriage made in heaven.

## THE SOLUTION

After physically moving the offices of seven former companies, D&A spent several weeks mapping out what they wanted from their accounting software, and making sure their data was ready to convert. They decided not to transfer all the information from the Peachtree systems, but focused instead on moving certain vendors, receivables, customers and general ledger account balances into a central location. In the end, all the companies were merged into one within MAS 200.

“I expected glitches in the conversion process,” says Aguiar. “But the actual import didn't take long at all. We merged eight companies from Peachtree to the MAS 200 system in only three days with no data loss and minimal data entry. It was practically flawless.”

The smooth conversion wasn't just a convenient coincidence. With the Data Migrator utility, Best resellers are able to easily convert data from Peachtree into MAS 200. However, D&A did not choose MAS 200 just because of its fast conversion — although that was a much-appreciated

bonus. They selected it over several industry-specific software systems for manufactured housing because MAS 200 offers a more comprehensive package.

“Job costing was a big feature for us, and detailed reporting an absolute must,” Aguiar emphasizes. “MAS 200 excels at both. We use custom financial reports religiously to do income statements and budgets by location. These reports give exact numbers on how much we made on a group of homes or at a particular location. It's very complete.”

Now that MAS 200 is up and running, D&A wants to add more specific features for their business. Fortunately MAS 200 makes customer customization very simple.

“I didn't realize that an entire conversion process could ever be this easy,” observes Aguiar. “If I had known it was so fast, I would probably have allowed myself more time up front getting the final numbers prepared before the transfer.”

With other utilities, conversion can take up to two weeks. Data Migrator and MAS 200 worked together to put DuPar & Angel back in business in record time — comfortably settled into its new accounting software “home.”



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